



**Massachusetts Association of Insurance Agents Annual Convention & Trade Fair**  
**Marriott Hotel - Copley Place - Boston, MA**  
**October 26, 27, 28 & 29, 2017**

Email Address: \_\_\_\_\_  
 Your Name (with your designations): \_\_\_\_\_  
 Badge Name (as you wish it to appear on badge): \_\_\_\_\_  
 Agency/ Company: \_\_\_\_\_ Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State/Zip: \_\_\_\_\_ Phone #: \_\_\_\_\_

Every attendee must register separately. Questions? Call Sheron at 800-742-6363

**A FULL REGISTRATION IS \$350 AND ENTITLES YOU TO THE FOLLOWING ON...**

**THURSDAY, OCT 26TH:**

You can send for FREE 1 person (of your choice and it can be you) to a PRE-CONFERENCE INTENSIVE.

**FRIDAY, OCT 27TH:**

You can attend Breakfast, Trade Fair, Ed Programs, Gourmet Luncheon, and T.G.I.F. Reception.

**APPRECIATION SATURDAY, OCT 28TH:**

You can attend Breakfast, Trade Fair, Ed Programs, Lunch and Evening Reception PLUS send ALL of your CSRs to Appreciation Saturday for FREE!

**SUNDAY, OCT 29TH:**

You can send for FREE 1 person (of your choice and it can be you) to GAME DAY! (Includes Breakfast and Lunch)

A FULL REGISTRATION also entitles you to discount pricing... a SAVINGS of \$155 on our special P&C Licensing offer... Send any number of your agency staff for \$90 per person to our 2-day P&C Licensing Review at The Big Event in Boston on Friday, October 27th (8:45-4:30) and Saturday, October 28th (8:00-4:30) (Friday food is not included)

**YOU MUST ANSWER QUESTIONS #1-9 TO COMPLETE THE REGISTRATION:**

**1.** Will you be sending anyone to our 2-Day P&C Licensing Review for \$90.00 per person?     YES     NO (No refunds for this program)  
 Each person has the option of receiving the licensing material in an Electronic PDF or Hard Copy Book. (Friday food and Saturday Breakfast not included)

**If YES...**

Full Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_  
 Choose One:     pdf     Hard Copy Book  
 Full Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_  
 Choose One:     pdf     Hard Copy Book  
 Full Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_  
 Choose One:     pdf     Hard Copy Book  
 Full Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_  
 Choose One:     pdf     Hard Copy Book

**2.** Do you plan on sending someone for FREE (it can be you) to a Pre-Conference Intensive on Thursday, Oct 26th?  
    YES     No

**If YES...** Full Name: \_\_\_\_\_  
 Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_  
 Choose One:

- |  |  |
|--|--|
| <p><b>9:00 AM - 5:00 PM</b><br/> <input type="checkbox"/> My How Personal Lines has Changed<br/> <input type="checkbox"/> Homeowners Bootcamp 101<br/> <input type="checkbox"/> E&amp;O 2017<br/> <input type="checkbox"/> The New World of Commercial Lines Coverages</p> | <p><b>10:00 AM - 5:00 PM</b><br/> <input type="checkbox"/> CPIA 1: Position for Success<br/> <b>10:00 AM - 1:00 PM</b><br/> <input type="checkbox"/> State Mandated Training: Fraud<br/> <b>2:00 PM - 5:00 PM</b><br/> <input type="checkbox"/> State Mandated Training: Ethics 2017</p> |
|--|--|

**3.** Will YOU be attending CPPL: Personal Insurance Professional on Friday, October 27th AND Saturday, October 28th?  
    YES     No *Please Note: This runs for 2 FULL days and you must attend BOTH days to receive 14 CEUs/ Friday food not included*

**4.** Will YOU be attending CPPL: Whole Person- Whole Employee on Saturday, October 28th?     YES     NO

**Complete questions 5-9 on next page**

5. Will YOU be attending classes on Friday, October 27th? \_\_\_YES \_\_\_NO

If YES, please check box(es) for classes that you plan on attending...

**Friday Morning...**

8:45 AM - 11:45 AM

Key E&O Issues Inherent in the Sales Process

8:45 AM - 4:45 PM

CPPL: Personal Insurance Professional – Day 1

8:45 AM - 4:30 PM

P&C Licensing Program – Day 1

9:00 AM - 4:00 PM

CPIA 2: Implement for Success

9:00 AM - 10:00 AM

What does the MA Homeowner Get After a Loss to Their Dwelling...Maybe Not What They Think

Homeowner Bootcamp 102 – HO3 Perils Coverages A & B

Amending Commercial Liability – Additional Insureds and Certificate Issues

Can You "Drink" It All In?

ID Federation

9:15 AM - 11:00 AM

Stop trying to sell insurance policies and MASTER THE HUMAN-EDGE OF SELLING

9:00 AM - 10:30 AM

Cyberliability Panel: Exposures, Risk Mitigation and Coverage Solutions

9:30 AM - 11:15 AM

Social and Digital Marketing for Renewals

10:15 AM - 11:15 AM

Are There Any Issues With Using The Dwelling For Business...What About the Detached Garage

C/C/C and You ...Just What DOES Property Damage Liability Cover or Not

Belly Up to the Bar -- OR Maybe Not?

Homeowner Bootcamp 103 – HO3 Perils Coverage C

10:15 AM - 10:45 AM

Innovative Idea

10:45 AM - 11:30 AM

Pay for Training with Work Force Training Funds... it's your Money

11:00 AM - 11:30 AM

Innovative Idea 2

**Friday Afternoon...**

2:30 PM - 3:30 PM

Homeowner Bootcamp 104 – HO3 Exclusions and Endorsements

Why I like the Countrywide PAP Over the MAP and Shouldn't We be Using The PAP Anyway

Do You Know...Whether Insuring the Building to Replacement Cost is Enough – Personal and Commercial Lines

Federal WC - Maritime and the LHWCA

Agency Perpetuation: Key Considerations for Agency Perpetuation and Access to Capital

The Basic Steps in Creating a Sustainable Culture of Wellness: What Not to Ignore

2:15 PM - 4:00 PM

Generating New Business through Social and Digital Marketing

2:30 PM - 4:00 PM

What are your Agency Values? Are you using them to your advantage?

2:30 PM - 4:30 PM

Opportunity Calling- The Next generation of Telephone Appointment-Setting

3:45 PM - 4:45 PM

Why in the World Does an Insured Need an Umbrella Policy For and Why Should We Sell One

Homeowner Bootcamp 105- HO3 Conditions & Loss Settlement 3

Current Gripes and Conundrums with Banks and Certificates

Workers' Compensation and the HO Policy

6. Will you be attending MAIA's Annual meeting on Friday, October 27th? \_\_\_YES \_\_\_NO

7. Will you be attending Arbella's Gourmet Luncheon on Friday, October 27th? \_\_\_YES \_\_\_NO

8. Will you be sending CSRs for FREE on Appreciation Saturday, October 28th where they will enjoy FREE Ed sessions (FREE CE) FREE Continental Breakfast, FREE Annual Trade Fair, FREE Lunch and FREE Reception?

If YES... (Additional CSR Names may be submitted on a separate sheet.)

Will the CSR attend....

Whole Person? CPIA 3?

Full Name:	Badge Name:	Email:	___Yes ___No	___Yes ___No
Full Name: _____	Badge Name: _____	Email: _____	___Yes ___No	___Yes ___No
Full Name: _____	Badge Name: _____	Email: _____	___Yes ___No	___Yes ___No
Full Name: _____	Badge Name: _____	Email: _____	___Yes ___No	___Yes ___No
Full Name: _____	Badge Name: _____	Email: _____	___Yes ___No	___Yes ___No
Full Name: _____	Badge Name: _____	Email: _____	___Yes ___No	___Yes ___No

9. Do you plan on sending someone for FREE (it can be you) to GAME DAY! On Sunday, October 29th? \_\_\_YES \_\_\_NO

If Yes...

Full Name: \_\_\_\_\_ Badge Name: \_\_\_\_\_ Email: \_\_\_\_\_

**To register additional attendees, a partial registration form must be completed with payment.**

**PAYMENT & CHECKOUT:**

1. \$350.00 for me  
 + \$ \_\_\_\_\_ for 2-Day P&C Licensing Review (\$90/person)  
 = \$ \_\_\_\_\_

2. Enclosed is my check for \$ \_\_\_\_\_ made payable to MAIA, 91 Cedar Street, Milford, MA 01757.

3. I am paying by credit card. Circle one: VISA MASTERCARD AMEX

Name (as is appears on card): \_\_\_\_\_

Card#: \_\_\_\_\_ CSV#: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ \$Amt: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature: \_\_\_\_\_



**ONLINE** at [massagent.com](http://massagent.com)  
**CALL** Sheron at 800-742-6363  
**MAIL** to MAIA, 91 Cedar Street, Milford, MA 01757  
**FAX** to MAIA at 508-634-2930

Cancellations must be received in writing by October 13, 2017 to qualify for a refund. A \$35 administrative fee will be deducted. Replacements are welcomed and no-shows will be billed.